



4845 Ronson Court • San Diego, CA 92111-1803

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The San Diego REALTOR®

THE TRUSTED VOICE OF SAN DIEGO REAL ESTATE

What's Happening at SDAR • January 2012

2012 SDAR EVENTS: OPPORTUNITIES TO LEARN, NETWORK, AND LEND A HAND

The year 2012 promises big things for the San Diego Association of REALTORS®. We've put together an event schedule that has something for everyone.

Look for the opportunities to learn about the future of real estate at a summit. Find out how to grow your business at the annual SDAR Expo and Conference. Attend a networking mixer with your colleagues to learn their strategies and gather leads. Participate in a fundraiser while tasting fine wines or playing golf. Give of your time and talents by helping a neighbor rehabilitate their home, or by collecting donations for needy children and families in the community.

Mark your calendars, visit our website www.sdar.com regularly, check your e-mails from SDAR, and watch this publication each month for more details.

Coronado Real Estate Association Installation

Saturday, January 28, 2012
Coronado Golf Course Clubhouse Bar and Grill
2000 Visalia Row, Coronado, CA 92118

International Mixer

Tuesday, February 7, 2012
Emerald Restaurant
3709 Convoy Street, San Diego, CA 92111

Commercial Real Estate Alliance of San Diego Dealmaker Awards and Economic Summit

Thursday, February 9, 2012
Handlery Hotel and Resort
950 Hotel Circle North, San Diego, CA 92108

SDAR Service Center Mixers

Wednesday, March 14 (East County) and Thursday, March 15, 2012 (South County)

Ambassadors Foundation Wine Tasting Fundraiser

April 2012, To Be Announced

Rebuilding Together

April 28, 2012
Location To Be Announced

SDAR Expo & Conference

May 2012, To Be Announced

SDAR Member Appreciation Week

August 13 - 17, 2012
SDAR Service Centers

SDAR Real Estate Summit

Friday, September 7, 2012
Town and Country Resort
San Diego, CA 92108

Commercial Real Estate Alliance of San Diego Oktoberfest

October 2012, To Be Announced

Ambassadors Foundation Everyday Heroes Golf Tournament

October 2012, To Be Announced

SDAR's Holiday House

December 2012, To Be Announced

PERIODICAL

Commercial Alliance Dealmaker Awards and Summit

CRA 

Commercial Real Estate Alliance of San Diego
San Diego County's Voice of Commercial Real Estate



The Commercial Real Estate Alliance of San Diego (CRASD) hosts its Dealmaker Awards and Economic Summit on Thursday, February 9, from 7:30 to 10:30 a.m. at the Handlery Hotel and Resort in Mission Valley.

Keynote speaker is Gary H. London, president of The London Group Realty Advisors, who will provide insights into commercial real estate issues impacting Southern California. George Chamberlin, executive editor of The Daily Transcript, is slated as the event emcee.

The agenda also includes a continental breakfast, installation of the 2012 CRASD Officers and Directors, the Dealmaker Awards, and the opportunity to network with colleagues.

Advance registration is required. Cost is \$29 for CRASD members and

\$39 for non-members. A registration form is available at www.crasd.com. Sponsorship opportunities of the event are being offered, and the sponsorship form can also be found at www.crasd.com. For more information, call (858) 715-8000.

The Commercial Real Estate Alliance of San Diego, a division of the San Diego Association of REALTORS®, is your local industry advocate and information source in commercial real estate. Year-round members of CRASD can take advantage of discounted pricing on all SDAR and CRASD events, networking opportunities, education courses, and webinars. Members also have access to Commercial Property Exchange Group meetings, political and legislative representation for commercial real estate issues, and more.

CREA
CORONADO REAL ESTATE ASSOCIATION

Coronado Association Celebrates Installation Jan. 28

The Coronado Real Estate Association (CREA) celebrates the installation of incoming 2012 Officers and Directors on Saturday, January 28. The event takes place at the Coronado Golf Course Clubhouse in Coronado from 6:00 to 10:00 p.m.

CREA officers include President Carol McGraw, First Vice President Gerri-Lynn Fives, Second Vice President Thomas Bullock, Treasurer Mary Ann Kelly, Secretary Michel Napolitano, and Immediate Past President Dino Morabito. Directors are Nancy Peace, Lupita Ponce, Kenneth Tablang, and Zachary Todaro.

The evening includes a reception featuring the sounds of "Jump Start," a silent auction benefiting the CREA Scholarship Fund, the installation ceremony, dinner, and dancing. Cost to attend is \$45, and parking is complimentary.

For more information call (619) 435-8080 or email crea@coronadorea.com.

PRESIDENT'S PERSPECTIVE

2012 PRESIDENT



DONNA SANFILIPPO

I'm honored to be serving as SDAR's 2012 President. SDAR has some exciting things planned for this year. The Internet has made the availability and sharing of information easy for consumers. However, this can present a challenge to REALTORS®, as information that was once available exclusively to REALTORS® is now readily available to consumers conducting research online. Therefore, our role as REALTORS® has expanded, in that we must offer additional resources to our clients. Acting as skilled consultants who can explain housing data, provide insights into the local market, and share local knowledge will help us enrich the home buying experience and ensure our future viability. SDAR will be developing classes aimed at equipping members with ways to enhance their consultative skills.

SDAR's newly created MLS Task Force will be researching available advanced technology to determine enhancement needs and develop the best course of action for our association with the goal of ensuring that SDAR meets the needs of our members and the public. In addition, SDAR is assembling a Presidential Advisory Group comprised of local economists, university researchers, media,

and brokers to bring multiple perspectives to the table to discuss and analyze the latest residential and commercial market statistics and identify trends that can be communicated in a user-friendly way (for example, video). This will enhance SDAR's position as "The Trusted Voice of San Diego Real Estate."

SDAR will also be investing in redesigning its website to enhance navigation, functionality, and content. In addition, SDAR will develop a Quarterly Broker Exchange to create a forum that invites brokers to share ideas and issues that, in turn, SDAR can learn from to better serve its membership. Lastly, SDAR will continue to work with the public and private housing industry partners to help raise awareness and identify and promote solutions to address critical housing needs.

Key statistics from December housing data indicate that existing home sales in San Diego County saw a healthy jump compared to November and single-family (detached) properties rose nearly 17 percent from the previous month; condos and townhomes (attached properties) rose nearly 15 percent. Median prices for both single-family homes and condos reflect stability. Turn to the center pages for a full breakdown of the December statistics.

I'll be checking in with you next month to keep you informed about the latest news from your association.

Sincerely,

Donna Sanfilippo

The San Diego REALTOR®

www.sdar.com • editor@sdar.com

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Donna Sanfilippo, GRI - President
Linda Lee, CPA, PFS, e-PRO, GRI, RMS - President-Elect
Leslie Kilpatrick - Vice President
Glenn Bennett - Treasurer
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Mark M. Marquez - Immediate Past President
Michael T. Mercurio, Esq. - Chief Executive Officer

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BOARD OF DIRECTORS HIGHLIGHTS OF DECEMBER 2011 MINUTES

• President's Report: Bob Kevane reported that SDAR has approximately 1,300 new members, which he indicated was remarkable considering the predictions of C.A.R. He also reported that a President's Advisory Group has been appointed to help the president with background information, statistics, and research. Kevane distributed certificates of appreciation to the 2001 Board and expressed that he enjoyed serving as president.

• President-Elect's Report: Donna Sanfilippo reported that she attended recent New Member Orientations, met with candidate for County Supervisor, Steve Dannon, as well as California Senator Joel Anderson, and attended the November NAR meetings in Anaheim.

• Chief Executive Officer's Report: Mike Mercurio reported that the position of Government Affairs Director is expected to be filled in January. Regarding the Holiday House Celebration, he noted that \$11,000 in donations were collected, and that SDAR received very generous publicity for the event. Mercurio reported that

quarterly broker exchanges are being planned at service centers in 2012, and that the REALTOR® Plus+ program continues to see growth.

• Committee Business: Upon recommendation of the Professional Standards Committee, the Board of Directors unanimously adopted the 2012 NAR amendment of Article 17 of the Code of Ethics regarding mediation before arbitration.

The Board of Directors failed to adopt a motion to reconsider taking candidate endorsement interviews from the Government Affairs Department and assigning them to the newly formed Local REALTOR® Action Committee.

Chair of the Presidential Task Force on HOAs in the Real Estate Transaction, Raylene Brundage, presented the final report of the task force. The main issues studied were the delay and cost for processing HOA documents in a sales transaction; the lack of HOA willingness to discuss past-due fees, late fees, and legal fees for short sales; and the HOA's counsel recommending that HOAs not recertify FHA financing.

FROM THE DESK OF THE CEO

Greetings from your San Diego Association of REALTORS®! I'd like to wish our membership a very happy new year and welcome SDAR's 2012 leadership team. SDAR's membership is more than 10,000 strong.

In 2012, SDAR will be working to grow and strengthen its membership. If you're currently a member of another real estate association, there's never been a better time to make the switch to SDAR. SDAR is currently offering exciting incentives to welcome new members who join before March 2012.

Transferring members are eligible to receive annual SDAR membership dues for the price of ten months, their first quarter MLS for \$100 (a \$49 discount), a 90-day free trial of REALTOR® Plus+ premium membership, and a \$25 SDAR credit for member referrals. Visit www.sdar.com or contact Membership at (858) 715-8000 for details.

If you're already an SDAR member, thank you for your membership. I invite you to take advantage of SDAR's member referral program. You can earn \$25 SDAR credits for every new member you refer. Give us a call and we'll tell you how.

Please plan to attend the Commercial Real Estate Alliance of San Diego's (CRASD) 2012 Dealmaker



MICHAEL T. MERCURIO

Awards & Economic Summit to help welcome CRASD new leadership and acknowledge 2012 Dealmaker of the Year recipients who will be recognized for significant transactions in San Diego and other U.S. markets. The event will take place on Thursday, February 9 at the Handlery Hotel and Resort located in Mission Valley. Visit www.crasd.com for details and to register.

As always, SDAR thanks you for your membership and appreciates the opportunity to be your partner in success.

Sincerely,

Michael Mercurio

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Designated REALTORS®

Philip Brailsford - Philip Brailsford
Joseph Sardina - Joseph Sardina
John Shaw - Oliver McMillan Mgmt. Svrs. Inc.

REALTORS®

Geno Andrade - Keller Williams Realty
Maria Arias Santana - RE/MAX United
Bradley Beaman - Stoneridge Realty
Carol Bergen - Prudential California Realty
Lisa Betz - Prudential California Realty
Laura Brown - Keller Williams Realty
Kern Chang-Ledder - Team Spirit Realty

Jared Davis - Prudential California Realty
Cathlyn Fisher - Rusin Realty
Shannon Foster - Weichert, REALTORS® Elite
Matilda Fusco - Century 21 Award
Wendy Geolina - Keller Williams SD Metro
Delroy Green - Full Realty Service, Inc.
Tonatiuh Guzman - Kelman Realty Group, Inc.
Eric Hafsrud - Millenia Real Estate Services
Jennifer Harris - Stoneridge Realty
Christie Horn - Prudential California Realty
Chi-Hsiang Hwang - Abacus Properties, Inc.
Adam Kelley - Real Living Lifestyles
Lucy Kelts - Prudential California Realty
Benny Landman - Prudential California Realty
Markee Lashley - Prudential California Realty
Peter Linde - Prudential California Realty
Julio Lopez - Broadpoint Properties, Inc.
Sandra Love - Prudential California Realty
Matthew Mc Duffee - Maximum Mortgage & Real Estate
Amy McKibben - Redfin Corporation

Amir Mirftab - Keller Williams Realty
Janine Nacar - Integrity First Realty & Loans
Debra Nichols - eCLOUDbroker-Trident Group
Naseem Nowroozi - Middleton & Associates
Craig Ovadia - Barker Realty
Dalana Perry - San Diego Choice Real Estate
Melody Pevateaux - Coldwell Banker Residential
Kimberly Pineau - Stoneridge Realty
Will Ramsdell - Keller Williams Realty
Anna Rayes - Coldwell Banker Residential
Miguel Reyes Perez - Real Estate Center
Dustin Robinson - Prudential California Realty
Teresa Rogers - Stoneridge Realty
Marco Roman - Shiraz Realty
Hector Ruiz - Millenia Real Estate Services
Oscar Sadegi - Giles & Company, Inc.
Clinton Selfridge - Willis Allen Real Estate
Angela Stammerjohn - Pacific Sotheby's Int'l Realty
Kyle Stanley - Jolley Real Estate
Michael Stowers - Michael Stowers

Rotaster Thompkins - Century 21 Award
Benn Vogelsang - South Coast Commercial, Inc.
Jason Wages - Keller Williams SD Metro
Yu Wang - Prudential California Realty
Debra Wilhoite - Stoneridge Realty
Derek Wong - Keller Williams SD Metro

Secondary Members

Designated REALTORS®

Anil Dutta - JVD Realty, Inc.
Akio Suda - Redac, Inc.
Cari Young - HOM Sotheby's Int'l Realty

REALTORS®

Kevin Sanderlin - Keller Williams Realty
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STAKE YOUR CLAIM IN GREEN

INCORPORATE A GREENER FOCUS INTO YOUR 2012 BUSINESS PLAN

*By Lindsey Taggart
California Center for Sustainable Energy
(SDAR is partnering with the California Center for Sustainable Energy (CCSE) on a four-part workshop series to help San Diego real estate professionals bring a greener emphasis to their businesses. The first will be a "lunch and learn" on Tuesday, January 31, at SDAR. See details at the end of the article. Join in on the discussion to build your business with a greener, more sustainable focus and reap the green financial benefits.)*

The demand for green among San Diego homebuyers is steadily increasing. Sometimes it's hard to distinguish properties that are legitimately green from those just covered in green paint. The more educated you are on the features and benefits of a sustainable home, the more prepared you will be to meet their demands. You can learn how to identify, highlight, and market green features and create a stronger listing or sale.

Features of a Green Home

You might be surprised at what makes a home green. Not all green homes are new, with bamboo floors and LED lighting. Some older homes that have undergone energy and water efficiency upgrades are much greener than more recently built tract homes, unfortunately slapped together hastily with sub-standard materials. The following list of sustainable home considerations draws from several green home certification programs and is applicable to both new and existing construction.

Location: Think about where the home is located and the resources re-

dents will use to come and go from their homes. Can they walk to the grocery store, library, post office or restaurants? Perhaps the house is just a few blocks from a bus stop or train station, enabling easy use of public transportation. The closer a home is to neighborhood resources, the greener it is.

Energy: Energy-efficient homes are less expensive to operate because they use less energy to heat, cool and light. Energy-efficient homes are also more comfortable, safer and typically have better indoor air quality. Energy efficiency goes beyond CFL lighting and ENERGY STAR appliances; these features are just the first steps. Truly energy-efficient homes are well insulated, have tightly sealed envelopes and may sport rooftop solar electric (photovoltaic) or solar hot water systems.

Water: Water conservation is another money saver, and the biggest impact on water use is landscaping. Homes with drought-tolerant and native species require less water to maintain. Low-flow faucets, showerheads and toilets are also important water conservation features.

Indoor Air Quality: Allergies and asthma are major health concerns, and the triggers are often found at home. Volatile organic compounds (VOCs), dust and mold are common allergens that shouldn't be present in a green home. Proper ventilation and high-efficiency filters can help remove allergens from the indoor air, improving health and comfort and, perhaps, reducing medical bills.

Materials: Green materials are durable, recyclable, come from rapid-



ly renewable and sustainable sources, contain recycled content or are free from pollutants (such as VOCs). Bamboo flooring is a great example – bamboo's durable, grows very rapidly and no old-growth forests are cut down to create products. When bamboo is finished with a stain that is low or no VOC, it's even greener.

"Stake Your Claim in Green"

Workshop on January 31

This workshop will introduce the growing green home movement and demonstrate ways in which the San Diego real estate community can get involved. By incorporating a greener focus into your business plans in 2012, real estate agents will be equipped with tools and solutions that bring extra value to their clients and transactions.

Topics Covered:

- Features of a green home and how to spot a "green-washed" home

- New focus on home performance and the home "MPG"
- Testimonial from local green REALTOR® on using green designation/focus to increase sales
- Brief introduction to topics covered in workshop series

Instructor: Lindsey Taggart, LEED AP, CEA, BPI BA

Date: Tuesday, January 31, 2012

Time: 12:00 p.m.-1:30 p.m.

Location:

SDAR's Kearny Mesa Service Center
4845 Ronson Court, San Diego, 92111

Prices:

RMS Members.....Free (must register)
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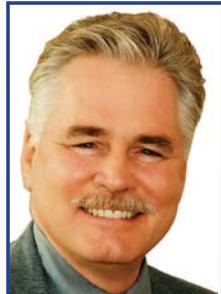
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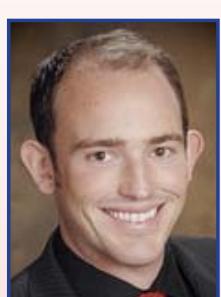
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Steve Fraioli
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Patrick Hale
California Real Estate & Mortgage



Vicki Mahanna Campbell
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Rob McNeilis
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RE/MAX Ranch & Beach



Angela Ordway
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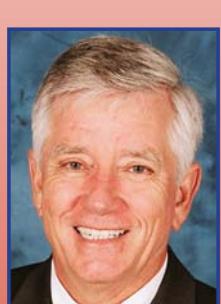
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Prudential California Realty



Ed Smith, Jr.
Ed Smith, Jr. & Associates



Richard Snyder
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Michael Spilger
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Jim Taylor
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Fiona Theseira
Keller Williams SD Metro



Brian Westre
Coldwell Banker Residential

FUEL TRANSMISSION PIPELINE DISCLOSURE

WHAT YOU NEED TO KNOW

The Local Area Disclosures for San Diego County (LAD) is a booklet intended to provide information which may impact a buyer's decision to purchase property in the county. SDAR's Risk Management Committee created the user-friendly booklet to put known disclosure issues unique to San Diego County at your fingertips. The document was revised in late 2011 to include a "fuel transmission pipeline" disclosure described below. To access the free booklet, which outlines a myriad of disclosures relating to traffic, construction, airports, power lines, military installations, environmental hazards, and much more, download it through your zipForm® library or visit the Risk Management Transaction Forms section at www.sdar.com.

*By Robert E. Muir
SDAR Risk Management Committee*

Why is there a disclosure of locations of fuel transmission pipelines?

Following a number of pipeline disasters in the U.S., such as the 2010

San Bruno explosion in Northern California, there is an increased awareness of the potential dangers associated with fuel transmission lines. SDAR believes disclosure of underground fuel transmission lines helps the parties in a real estate transaction make an informed decision and is in the best interest of the public and REALTORS®.

Is a fuel transmission pipeline disclosure required by law?

At this time there is no statutory requirement to disclose the locations of fuel transmission lines, although case law requires that all facts which may materially affect the value or desirability of a residence be disclosed. There are also bills pending at the state and federal levels to require increased disclosure and improved safety standards for fuel transmission lines.

What kind of fuel is transported by fuel transmission pipelines?

Underground transmission pipelines transport natural gas, crude

petroleum, and refined petroleum liquids such as gasoline, jet fuel and ethanol. These pipelines are operated by utilities, energy companies, and the military.

Are all fuel transmission pipelines included in Natural Hazardous Disclosure (NHD) reports?

No. Fuel transmission lines vary in size depending on their function, and only the larger, high pressure pipelines which transmit natural gas or hazardous liquids are disclosed by Natural Hazardous Disclosure (NHD) providers. Disclosure of precise pipeline locations are restricted by the federal Department of Homeland Security policies, and parcel level maps are not available to the public. Only large high pressure pipelines located within $\frac{1}{4}$ mile of a home are disclosed. Smaller pipelines, like those used to connect homes to natural gas utilities, are not disclosed.

Do all NHD providers provide fuel transmission pipeline information?

No. Only some of the NHD providers disclose pipeline information so ask if your NHD provider includes fuel trans-

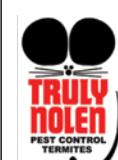
mission pipeline information. When pipeline proximity is disclosed, the information is contained in the environmental section of the NHD report.

How dangerous is fuel transmission pipeline proximity?

While buried pipelines can present a risk of explosion, fire and other health hazards, proximity to a pipeline does not of itself indicate a safety risk. Nonetheless, because the locations of all pipelines and compressor stations are not available, state law requires all excavators, including homeowners, to "Call Before You Dig" to avoid pipeline disaster. For more information, visit www.digalert.org.

Where can I find out more information about fuel transmission pipelines?

The National Pipeline Mapping System maintains an informational website at <http://www.nmps.phmsa.dot.gov/> which provides an interactive map showing the location of major fuel transmission lines.



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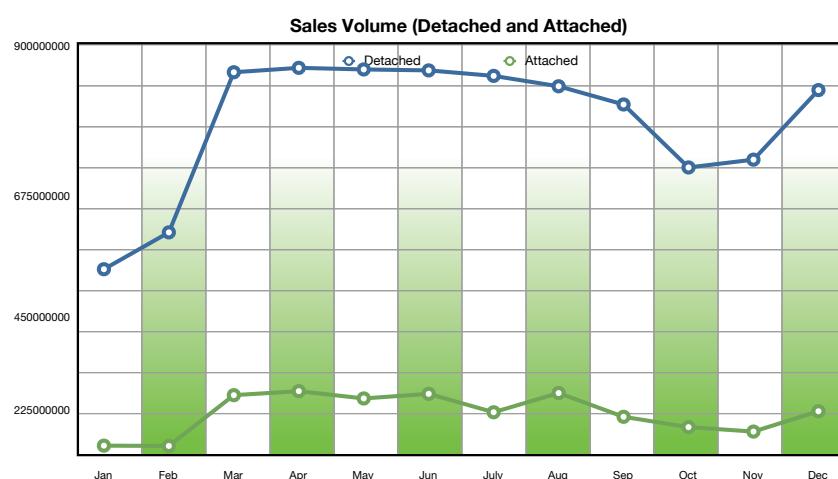
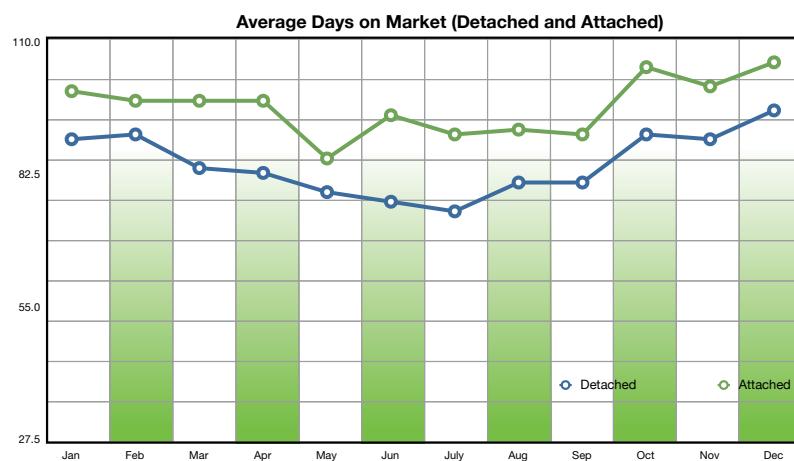
DECEMBER STATISTICS DETACHED HOMES

Current Year - 2011								Previous Year - 2010							
		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*			
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	24	183	90	98	\$379,750	\$420,000	9	170	150	84	\$355,000	\$421,450		
91902	Bonita	19	170	92	88	\$450,000	\$430,000	8	128	24	82	\$447,500	\$462,400		
91905	Boulevard	1	12	64	74	\$200,000	\$118,000	1	17	40	82	\$34,000	\$125,000		
91906	Campo	5	69	37	79	\$113,000	\$129,900	5	58	69	93	\$153,000	\$147,000		
91910	Chula Vista	26	416	134	87	\$324,500	\$320,000	34	430	85	66	\$330,000	\$330,000		
91911	Chula Vista	35	441	102	95	\$246,000	\$271,500	34	411	69	71	\$293,500	\$280,500		
91913	Chula Vista	34	490	104	105	\$365,502	\$365,000	43	484	79	88	\$370,000	\$380,000		
91914	Chula Vista	15	239	51	103	\$455,000	\$480,000	23	234	90	81	\$550,000	\$521,275		
91915	Chula Vista	27	350	117	103	\$367,900	\$370,450	30	405	106	95	\$350,000	\$380,000		
91916	Descanso	1	23	24	65	\$197,000	\$222,500	3	24	183	130	\$350,000	\$190,000		
91917	Dulzura	0	1	0	172	\$0	\$339,000	1	3	7	79	\$270,000	\$265,000		
91931	Guatay	0	2	0	70	\$0	\$177,500	0	0	0	0	\$0	\$0		
91932	Imperial Beach	8	78	136	74	\$247,500	\$283,500	3	91	46	64	\$285,000	\$299,900		
91934	Jacumba	0	14	0	75	\$0	\$49,950	0	7	0	53	\$0	\$35,000		
91935	Jamul	3	88	35	87	\$605,000	\$417,500	8	84	73	94	\$417,500	\$393,000		
91941	La Mesa	34	294	90	84	\$393,825	\$380,500	17	272	87	71	\$465,000	\$412,450		
91942	La Mesa	26	260	104	76	\$325,000	\$322,197	20	209	97	59	\$340,000	\$335,000		
91945	Lemon Grove	26	203	68	66	\$247,500	\$245,000	14	219	83	76	\$232,500	\$260,000		
91948	Mount Laguna	0	1	0	35	\$0	\$65,000	0	6	0	84	\$0	\$96,300		
91950	National City	10	199	83	85	\$206,303	\$215,000	18	235	157	79	\$196,650	\$220,000		
91962	Pine Valley	3	26	162	109	\$225,000	\$263,500	5	28	34	90	\$240,000	\$242,500		
91963	Potrero	1	9	173	67	\$85,000	\$200,000	0	3	0	67	\$0	\$104,000		
91977	Spring Valley	39	543	75	82	\$240,000	\$260,000	48	486	76	76	\$255,000	\$271,500		
91978	Spring Valley	4	68	41	92	\$367,500	\$325,000	5	61	80	88	\$383,000	\$355,000		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	1	43	108	91	\$650,000	\$550,000	1	44	13	101	\$308,085	\$519,000		
92004	Borrego Springs	11	83	288	180	\$120,000	\$132,000	2	57	227	180	\$262,250	\$173,000		
92007	Cardiff By The Sea	9	87	79	70	\$625,000	\$850,000	5	62	86	86	\$1,400,000	\$857,500		
92008	Carlsbad	10	159	92	90	\$517,500	\$550,000	12	140	90	73	\$640,000	\$612,500		
92009	Carlsbad	29	493	99	80	\$620,000	\$680,000	34	515	94	71	\$665,000	\$695,000		
92010	Carlsbad	13	143	82	74	\$49,000	\$510,000	14	110	87	59	\$545,000	\$562,500		
92011	Carlsbad	16	184	54	68	\$646,500	\$705,000	16	204	89	67	\$715,000	\$739,500		
92014	Del Mar	11	153	101	104	\$968,000	\$1,300,000	8	94	66	106	\$1,124,500	\$1,337,500		
92019	El Cajon	20	336	275	98	\$350,000	\$361,650	18	270	82	74	\$417,000	\$378,890		
92020	El Cajon	30	322	79	78	\$308,000	\$315,500	26	279	71	60	\$330,000	\$310,000		
92021	El Cajon	40	352	101	85	\$285,000	\$280,000	24	354	59	84	\$305,000	\$315,000		
92024	Encinitas	33	361	81	73	\$880,000	\$740,000	25	380	110	67	\$845,000	\$750,500		
92025	Escondido	32	280	76	91	\$321,000	\$302,500	21	314	102	76	\$44,500	\$322,500		
92026	Escondido	37	464	83	90	\$284,350	\$315,000	37	428	84	83	\$327,500	\$336,750		
92027	Escondido	34	502	76	83	\$262,450	\$275,500	50	530	88	77	\$274,000	\$286,000		
92028	Fallbrook	49	508	134	99	\$290,000	\$345,500	37	500	76	94	\$342,000	\$340,000		
92029	Escondido	19	155	118	100	\$440,000	\$408,000	16	170	85	80	\$482,500	\$483,750		
92036	Julian	5	60	163	120	\$285,000	\$196,000	5	47	203	160	\$250,000	\$259,900		
92037	La Jolla	21	269	145	102	\$1,445,000	\$1,339,000	22	256	106	105	\$1,793,750	\$1,350,000		
92040	Lakeside	25	301	58	80	\$300,000	\$300,000	25	277	92	79	\$283,000	\$322,000		
92054	Oceanside	22	211	88	92	\$414,000	\$385,000	16	204	103	64	\$475,450	\$355,400		
92056	Oceanside	36	432	94	77	\$356,500	\$337,750	34	447	94	67	\$360,000	\$345,000		
92057	Oceanside	53	511	96	90	\$314,900	\$325,000	46	551	94	73	\$350,000	\$340,250		
92058	Oceanside	7	140	193	89	\$285,000	\$310,000	10	125	60	70	\$232,500	\$336,000		
92059	Pala	2	5	158	133	\$347,000	\$365,000	2	6	82	99	\$634,950	\$489,500		
92060	Palomar Mountain	0	2	0	107	\$0	\$336,250	0	9	0	115	\$0	\$165,000</		

DECEMBER STATISTICS ATTACHED HOMES

Current Year - 2011								Previous Year - 2010							
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Mth	YTD	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
		Mth	YTD	Mth	YTD	Mth	YTD			Mth	YTD	Mth	YTD	Mth	YTD
91901	Alpine	1	27	35	101	\$90,000	\$115,000	1	13	132	167	\$137,000	\$162,000		
91902	Bonita	4	25	112	114	\$185,500	\$136,000	2	22	131	74	\$243,000	\$195,750		
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91906	Campo	0	0	0	0	\$0	\$0	0	1	0	0	\$0	\$87,950		
91910	Chula Vista	15	166	108	105	\$125,000	\$169,950	15	179	89	83	\$165,000	\$155,000		
91911	Chula Vista	13	188	126	116	\$148,250	\$140,000	18	211	79	67	\$169,500	\$142,000		
91913	Chula Vista	23	273	125	125	\$175,000	\$190,000	23	287	100	104	\$220,000	\$215,000		
91914	Chula Vista	2	83	119	97	\$193,500	\$225,000	11	111	124	113	\$194,000	\$217,000		
91915	Chula Vista	21	181	171	142	\$210,000	\$225,000	14	204	115	113	\$228,500	\$235,000		
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91932	Imperial Beach	6	81	110	174	\$171,750	\$160,000	9	93	100	92	\$250,000	\$115,000		
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91941	La Mesa	4	29	55	83	\$132,500	\$140,010	5	43	69	103	\$155,000	\$155,000		
91942	La Mesa	12	147	125	113	\$151,000	\$165,000	10	146	37	79	\$184,250	\$190,000		
91945	Lemon Grove	2	37	153	93	\$100,000	\$110,000	3	33	37	76	\$115,000	\$105,000		
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91950	National City	0	68	0	76	\$0	\$117,000	5	94	54	91	\$128,000	\$120,000		
91962	Pine Valley	0	3	0	60	\$0	\$18,000	0	4	0	127	\$0	\$24,950		
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
91977	Spring Valley	8	108	154	94	\$138,339	\$129,750	8	131	123	82	\$103,500	\$140,000		
91978	Spring Valley	1	12	23	71	\$149,000	\$148,000	1	20	9	86	\$195,000	\$142,500		
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92003	Bonsall	1	21	20	90	\$160,000	\$120,000	3	29	69	68	\$125,000			
92004	Borrego Springs	4	15	214	173	\$48,700	\$65,000	0	15	0	232	\$0	\$65,000		
92007	Cardiff By The Sea	5	50	134	76	\$328,000	\$395,000	4	48	77	58	\$405,000	\$432,500		
92008	Carlsbad	4	65	60	89	\$263,950	\$350,000	5	94	175	108	\$353,500	\$380,000		
92009	Carlsbad	18	228	88	94	\$276,000	\$285,000	22	263	96	81	\$297,500	\$315,000		
92010	Carlsbad	4	67	95	70	\$258,000	\$295,000	5	78	55	49	\$359,000	\$359,750		
92011	Carlsbad	7	80	112	92	\$365,000	\$376,000	4	70	67	51	\$430,500	\$425,500		
92014	Del Mar	2	55	100	111	\$425,500	\$540,000	4	43	52	83	\$517,500	\$455,000		
92019	El Cajon	9	128	46	93	\$150,000	\$168,500	10	135	96	82	\$165,000	\$172,000		
92020	El Cajon	9	148	120	88	\$93,000	\$104,338	21	203	78	116	\$99,000	\$100,000		
92021	El Cajon	10	151	52	89	\$112,000	\$105,700	10	162	71	86	\$120,000	\$122,500		
92024	Encinitas	15	181	75	81	\$305,000	\$374,000	10	157	59	68	\$347,500	\$413,500		
92025	Escondido	6	80	135	112	\$110,500	\$126,500	1	87	42	83	\$135,000	\$127,000		
92026	Escondido	13	135	119	91	\$101,500	\$118,500	14	164	116	73	\$120,000	\$123,950		
92027	Escondido	4	89	44	82	\$124,000	\$103,000	5	109	137	87	\$91,000	\$107,000		
92028	Fallbrook	0	18	0	87	\$0	\$180,000	0	26	0	72	\$0	\$201,450		
92029	Escondido	0	12	0	113	\$0	\$161,000	0	16	0	67	\$0	\$171,000		
92036	Julian	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92037	La Jolla	26	271	96	101	\$555,000	\$490,000	18	276	112	92	\$450,000	\$503,000		
92040	Lakeside	3	73	91	111	\$130,000	\$93,000	6	110	177	91	\$116,500	\$100,000		
92054	Oceanside	11	126	87	102	\$183,000	\$290,000	9	172	113	86	\$99,999	\$314,950		
92056	Oceanside	20	262	150	89	\$169,000	\$179,240	17	248	127	79	\$202,767	\$203,884		
92057	Oceanside	22	274	68	84	\$147,000	\$145,500	20	329	106	92	\$135,000	\$145,000		
92058	Oceanside	7	112	95	92	\$136,900	\$150,000	10	113	69	81	\$182,500	\$160,000		
92059	Pala	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92060	Palomar Mountain	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0		
92061	Pauma Valley	1	6	36	147	\$108,000	\$186,000	1	4	357	201	\$105,500	\$323,500		

Current Year - 2011								Previous Year - 2010							
Zip Code	Market Area	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		Mth	YTD	SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*	
Mth	YTD	Mth	YTD	Mth	YTD	Mth									



COMPARATIVE SALES - EXISTING HOMES - DECEMBER 2011 SAN DIEGO COUNTY

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume December 2011	\$224,856,854	-1.559	17.839	\$854,426,041	-0.552	15.768
2 Average Sales Price December 2011	\$262,071	-5.460	2,594	\$468,950	-6.338	-0.879
3 Median* Sales Price December 2011	\$205,000	-6.070	0.000	\$355,000	-5.330	1.420
4 Sold Listings December 2011	858	4.126	14.859	1,822	6.177	16.795
5 Average Days on Market December 2011	106	15.217	4.950	96	12.941	6.667
6 Total Sales Volume December 2010	\$228,417,366			\$859,172,284		
7 Average Sales Price December 2010	\$277,206			\$500,683		
8 Median* Sales Price December 2010	\$218,250			\$375,000		
9 Sold Listings December 2010	824			1,716		
10 Average Days on Market December 2010	92			85		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2011	\$2,802,705,976	-9.141		\$10,248,711,728	-1.782	
12 Average Sales Price YTD 2011	\$263,933	-2.236		\$483,909	-2.802	
13 Median* Sales Price YTD 2011	\$206,000	-6.360		\$365,000	-5.190	N/A
14 Sold Listings YTD 2011	10,619	-7.063		21,179	1.050	
15 Average Days on Market YTD 2011	97	12.791		86	14.667	
16 Total Sales Volume YTD 2010	\$3,084,661,315			\$10,434,673,962		
17 Average Sales Price YTD 2010	\$269,969			\$497,861		
18 Median* Sales Price YTD 2010	\$220,000			\$385,000		
19 Sold Listings YTD 2010	11,426			20,959		
20 Average Days on Market YTD 2010	86			75		

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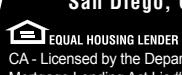
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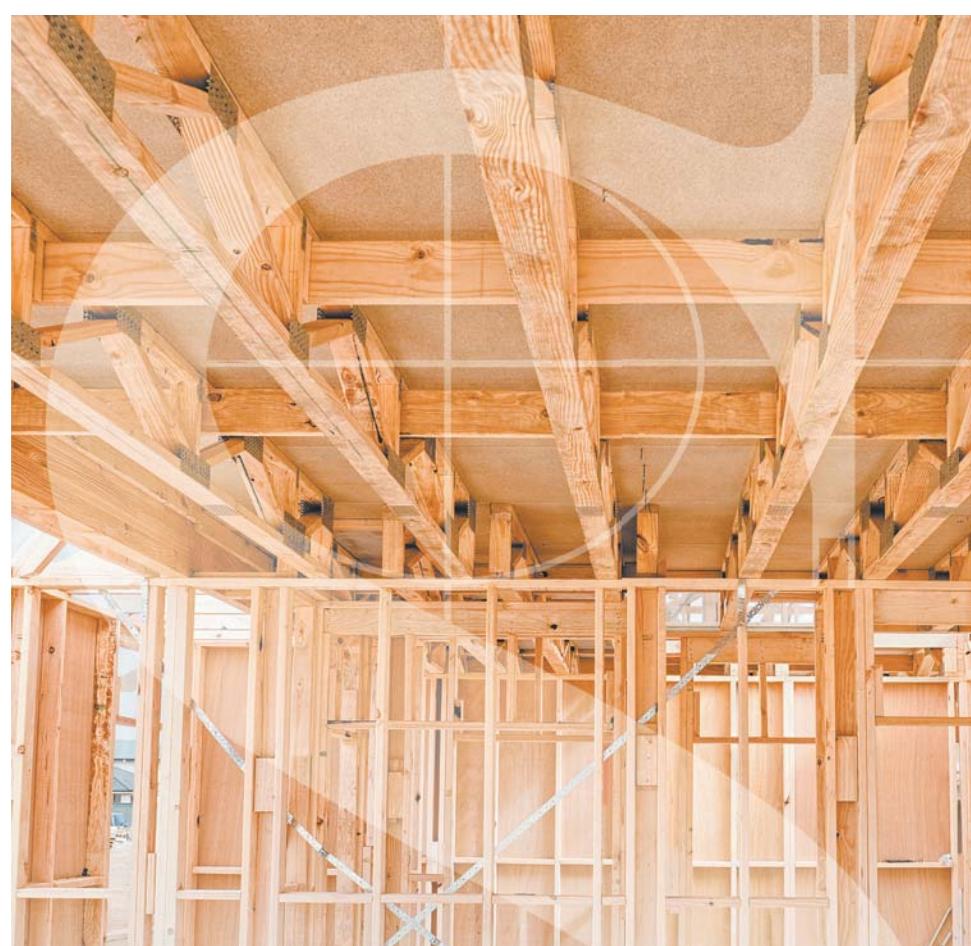
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TERM OF USE: DON'T TOSS AROUND THE "MLS" IN YOUR ADVERTISING

By Kim Dotseth

Last month I brought you some of the ways we can use the branding that the National Association of REALTORS® allows when marketing ourselves.

Two other topics that comes with the same degree of confusion as REALTOR® branding is advertising another broker's listings and the use of the acronym or phrase "MLS".

With respect to the complicated rules of our MLS, the National Association of REALTORS® (NAR) set up policies for the use of the phrase "MLS" in 1990. NAR governs hundreds of local MLS providers in the country and has jurisdiction on how we advertise.

One rule within our local MLS, Sandicor®, is that non-NAR members can subscribe to and use the MLS information just the same as a NAR member. That is not the case in many other parts of the country. Sandicor has many rules and our handbook of rules is here: <http://www.sandicor.com/rules-regulations/Sandicor-Rules-and-Regulations-Document.pdf>

(Pay close attention in the handbook to Section 12.8, which covers advertising another broker's listings.)

The rule is that ALL advertising of another broker's listings requires written permission from the broker to advertise. You may not advertise any broker's listings without their written permission obtained before you advertise. You may not consolidate, modify or shorten the listing information to get around written permission, like saying in your ad: "Just listed: 3 bedroom, 2 bathroom house in North Park for \$350,000. Call me!"

Written permission is needed for any and all advertising whether in print or digital. I recently found a REALTOR® blogging about my listings as if they were his own. His blog profiled listings that he liked, including instructions to call him for more information, but no mention of the listing broker was found anywhere. He was advertising my listings without my knowledge or permission. When I talked to him about it, he didn't understand why I would care. But I did care for my own reasons and he took the postings down in less than 30 minutes.

Back to the use of "MLS" itself: You cannot use "MLS" anywhere in your own advertising, such as in your company name, your website domain name, or in your marketing. Examples:

SueJonesMLS.com – NO!

"Get properties from the MLS on my website SueJonesREALTOR.com" – NO, because of the use of the phrase MLS.

A navigational tab on your website that says "Search the MLS", which when clicked allows someone to search for homes – no, because of the use of the phrase "MLS".

We are not allowed to use the acronym or phrase MLS anywhere on our websites or in our advertising. It too is copy written just like the word

REALTOR®, but in the case of "MLS" there no rules allowing you to use it. Not using it prevents the public from being confused into thinking that we as individuals are presenting to them the entire MLS, which in our case is from Sandicor. We as agents and brokers are not doing that. We are presenting an IDX feed of homes for sale on our websites that is filtered.

The creation of the IDX network, or the Internet Data Exchange of MLS information, allows the advertisement of another broker's listings on your website if: 1) if the broker opted in for IDX coverage when inputting a listing at Sandicor®, 2) you subscribe through Sandicor to receive an IDX feed which costs money, and 3) your website and the third party IDX vendor have been approved by Sandicor.

IDX third party vendors, including Sandicor® itself, make the feed information attractive for our websites. Using a third party IDX vendor costs money above and beyond your normal Sandicor® subscription. Your vendor works with you or your website designer to get the information into your website.

And finally, as of July 1, 2009, you must put your DRE number and special phrasing with the license number in all ads. Here is a link to exactly how to use your license in an ad: http://www.dre.ca.gov/pdf_docs/forms/re858.pdf.

There is a lot of information available to us on how to advertise and market ourselves. A good rule for you to remember is if it feels wrong, it probably is.

Kimberly Dotseth is the broker owner of a boutique real estate company, Green Box Homes. She began her career in commercial real estate

with Grubb & Ellis. Kimberly spends her free time on animal issues and is very involved in the arts. She is a volunteer driver with Meals on Wheels and is married to REALTOR® Kerry Garnett.



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REALTOR®Plus⁺ offers benefits and potential savings that far exceed the \$49 annual membership fee. For less than \$5 per month, you can enjoy enhanced membership including exclusive discounts, special offers, and access to a growing network of REALTOR®Plus⁺ Partners. If you have any questions about REALTOR®Plus⁺, contact a Member Services Representative at (858) 715-8000.

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¹REALTOR®Plus⁺ membership discounts cannot be combined with other discounts or offers. Program benefits, partners, offers, and discounts are subject to change.

YOUR TOP TEN GOVERNMENT AFFAIRS BENEFITS FROM C.A.R.

One of the most important services organized real estate provides is representation in the halls of government. The California Association of REALTORS® Government Affairs team works at the local, state, and federal levels to secure and protect your rights as a real estate professional. Here are 10 C.A.R. member benefits brought to you by the REALTOR® Party of California:

1. C.A.R. Legislative Advocacy - preserving your ability to do business and to protect private property rights by lobbying at the state and federal government levels.
2. Red Alerts/Calls-for-Action - alerts that encourage you to call your representative or take action on important legislative issues.
3. REALTOR® Action Fund - raises money to advance the goals of our REALTOR® political action committees (PACs) at the local, state, and federal levels of government.
4. State Government Affairs - advances REALTOR® public policy objectives in the California State Legislature in Sacramento, including sponsoring, supporting and opposing state legislation.
5. C.A.R. Field Representatives - work in conjunction with Member Mobilization efforts to coordinate grassroots and political activities,

such as visiting local associations to help promote involvement and assisting in developing a local strategy to increase member participation in government issues.

6. Legislative Day - an event that gives REALTORS® across California an opportunity to meet with state legislators to discuss issues that matter most. Held on May 2, 2012.
7. Government Affairs Videos - a video library of C.A.R.'s activities on the legislative front.
8. Legislative Liaison Program - a program that involves you directly in the legislative process by keeping you updated on the latest legislative and political issues affecting REALTORS®.
9. Virtual Advocate - a bi-weekly newsletter that covers legislative happenings from C.A.R. with reports on important developments in politics, legislation, and public policy that affect real estate.
10. C.A.R.'s Government Affairs Team - Through the aforementioned programs, C.A.R. and involved REALTORS® comprise C.A.R.'s Government Affairs team to protect REALTORS®' ability to conduct business.

For more information visit www.car.org/governmentaffairs. Copyright ©2011 California Association of REALTORS® (C.A.R.)

SDAR MEMBERS RECEIVE DISCOUNT TO LEADERSHIP CONFERENCE ON JANUARY 31

Presenter is former Disney® Executive

"Leader" is not a title, but a description of a quality found inside an individual. True leadership can drive you and those around you to unbelievable success. Are you ready to be a leader? Former Disney® executive Scott Lillie brings his perspective on leadership to a conference in San Diego this month, and SDAR members receive discount pricing.

"Inside the Magic: Leadership Principles from a Life at Disney®" is presented Tuesday, January 31, at the University of San Diego Joan Kroc Theatre, 5998 Alcala Park, San Diego, CA 92110. Registration begins at 8:30 a.m. and the conference runs through 4:00 p.m. A catered lunch is included, and opportunities to network are available throughout the day.

The cost for SDAR members is \$229 (a discount of \$50 off the regular price). Find out more and register at www.creativeleadershipgroup.com/sandiego-careg.html

This unique training event is for all types of leaders, from CEOs to anyone striving to progress both personally and professionally. In it, you will get an inside look at what sets apart Disney® and other great organizations and makes them the very best. You will learn how you can create a sustainable and growing culture

that fosters service and leadership excellence and bottom-line results.

This event will teach you:

- How your service attitude to customers/guests and staff can be the deciding factor of bottom line results and overall success.
- How to set clear goals that will promote teamwork, accountability, motivation and inspire a powerful company culture.
- How to become a highly effective communicator in all situations.
- The "Great Leaders Expectations and Strategies"
- The "Success Formula" for personal and professional fulfillment.

Scott Lillie started as an hourly cast member in the Magic Kingdom and advanced to become a Director of Walt Disney World Resorts® during his 24 years at Disney®. He led the Grand Opening activities for Euro Disney in France and also traveled throughout Europe and Asia, learning from the best. As founder and president of the Creative Leadership Group, LLC, Scott works with client partners from across the country, including representatives of the U.S. Senate, academia, and nationally renowned healthcare organizations.

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SAN DIEGO GAS & ELECTRIC TARGETS ENERGY EFFICIENCY

San Diego home shoppers may not realize that when it comes to energy efficiency, the performance of new homes in our area is through the roof.

Over the past two years, local home builders have partnered with San Diego Gas & Electric (SDG&E) through its California Advanced Homes Program (CAHP) and incorporated enough efficiencies into new homes for an energy savings equal to powering 90 homes for a year.

That energy savings not only exceeds the program's projections, the final kilowatt hour (kWh) savings are expected to reach 216 percent of goal at the end of the three-year program cycle.

Overseen by the California Public Utilities Commission, the CAHP program's goals are to have half of all new home construction to be at least 20 percent more energy efficient than the current code requires, and one in 10 new homes to be built at least 40 percent better.

The state's energy efficiency standards for buildings were adopted in 1978 to reduce California's energy consumption. These standards were updated in 2008 to help California reduce its greenhouse gas emissions to 1990 levels by 2020. CAHP is one of the signature programs that positions energy efficiency as the resource of choice for meeting California's energy needs.

CAHP is utility-funded and encourages sustainable design and construction, green building practices, energy efficiency and cutting-edge technologies in single-family and multi-family construction. SDG&E encourages builders to exceed California's energy efficiency standards through a combination of professional education, design assistance and monetary incentives.

In the program's initial two years in San Diego, nearly 1,700 homes have benefitted and achieved a total savings of 540,000 kWh of electricity and 62,000 therms of natural gas. SDG&E projects a savings of 1.3 million kWh

and 140,000 therms of natural gas by the end of 2012.

The ability to accelerate energy efficient outcomes in the San Diego market is due in large part to a collaboration between government, business and industry organizations to share best practices and resources. California has some of the most stringent energy efficiency requirements so SDG&E partners with builders to not only meet compliance standards but to provide consumers with energy efficient choices in new home design so that they, too, can become part of sustainability solutions.

Energy efficient features you might find in a CAHP home are radiant barrier roof sheathing and/or cool roofs; increased insulation; low-e windows; lightweight structural insulated concrete wall assemblies made from 85 percent recycled polystyrene beads; radiant floor heating; tankless water heaters, insulated hot water lines and solar hot water systems; sealed and tested ducts; more efficient furnaces; and more efficient air conditioning systems.



For more information about the California Advanced Homes Program (CAHP) and other clean energy initiatives, visit www.sdge.com or www.californiaadvancedhomes.com.

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Classes subject to change or cancellation.

Check www.sdar.com for current information.

R-Plus = REALTOR® Plus+ price

RMS = Risk Management Specialist price

JAN	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
20	Closing Short Sales & REOs Successfully	10:00 am – 12:00 pm	\$12.75	\$15	\$15	\$25	NA	Robert L. Weichelt
23 & 30	Mini Extravaganza (Mandatory Courses)	Jan 23: 8 am – 6 pm Jan. 30: 8 am – 3:45 pm	\$85	\$100	\$100	\$130	3TF, 3FH, 3RM, 4ET, 3AG	John Altman, Ed Estes, Esq.
23	Get Your Offer Accepted (Commercial Seminar)	12:00 pm – 1:30 pm	\$16.15	\$19	\$19	\$29	NA	Jim Taylor & Wes Lee, Esq.
24	Agent Boot Camp: Be Ready for 2012	9:00 am – 3:00 pm	\$46.75	\$55	\$55	\$70	NA	Patrick Anderson
25	Closing Short Sales & REOs Successfully	10:00 am – 12:00 pm	\$12.75	\$15	\$15	\$25	NA	Robert L. Weichelt
26 & 27	Accredited Buyer Representative (ABR)	9:00 am – 4:00 pm	\$254.15	\$299	\$299	\$325	12 CP	J. Alan Sappenfield
26	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
27	Solving the Mystery of Financing a Condo	12:00 pm – 2:00 pm	\$8.50	Free	\$10	\$20	NA	Alisha Sirois, Linda Stroberg
30	Social Media & Real Estate (beginners)	9:00 am – 10:15 am	\$12.75	\$15	\$15	\$22	NA	Kathy Anderson
30	Social Media & Real Estate (advanced)	10:30 am – 12:00 pm	\$12.75	\$15	\$15	\$22	NA	Kathy Anderson
30	Closing Short Sales & REOs Successfully	10:00 am – 12:00 pm	\$12.75	\$15	\$15	\$25	NA	Robert L. Weichelt
31	Stake Your Claim in "Green"	12:00 pm – 1:30 pm	\$8.50	FREE	\$10	\$20	NA	Lindsey Taggart
FEB	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
1 - 3	Conquering Contracts	Wed: 8:30 am – 3:30 pm Thur: 8:30 am – 5:00 pm Fri: 8:30 am – 1:30 pm	\$254.15	\$75 (Audit)	\$299	\$399	19 CP	Rick Waite, Esq. Ed Estes, Esq.
2	Ceritified Condominium Specialist/CID Specialist	8:30 am – 5:00 pm	\$92.65	\$109	\$109	\$149	8 CP	Wesley Barrett Ross, Esq. Candy Peak
3	Homeowners Associations	9:00 am – 11:00 am	Free	Free	\$15	\$30	NA	Rick Salpietra, Esq. Raylene Brundage (Moderator)
7	Free MLS Training - Day 1	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
8	Converting Leads to Appointments	9:00 am – 12:30 pm	\$25.65	\$29	\$29	\$40	NA	Bryan M. Yarbor
9	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
13	Short Sales - Legal Pitfalls	9:00 am – 12:00 pm	\$24.65	\$22	\$29	\$40	NA	Michael Spilger, Esq.
14	Free MLS Training - Day 2	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
16	Contract Essentials featuring the RPA	8:00 am – 5:00 pm	\$75.65	\$69	\$89	\$105	8 CP	Ed Estes, Esq.
16	Short Sales & Foreclosures (SFR Designation)	8:30 am – 5:00 pm	\$84.15	\$99	\$99	\$149	8 CP	Robert L. Weichelt
16	Tempo/Fusion Tips & Updates	4:00 pm – 6:00 pm	Free	Free	Free	Free	NA	Sandicor Trainer
17	Know Your Disclosures	9:00 am – 4:00 pm	\$67.15	\$59	\$79	\$109	6 CP	Ed Estes, Esq.

For easy registration and more information, visit www.sdar.com or call (858) 715-8040



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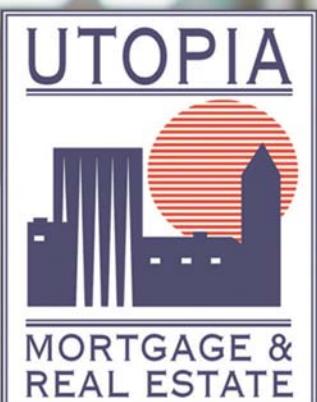
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FEBRUARY 2012 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Committee Meetings
			Conquering Contracts (Day 1) 8:30 am–3:30 pm (Del Mar) East & South County Pitch/Caravan 9:00 am–12:00 pm	Conquering Contracts (Day 2) 8:30 am–5:00 pm (Del Mar) Certified Condo Specialist 8:00 am–5:00 pm (Kearny Mesa) Social Media 9:00 am–10:00 am (South County)	Conquering Contracts (Day 3) 8:30 am–1:30 pm (Del Mar) Homeowners Associations 9:00 am–11:00 am (Kearny Mesa)	4	
5 New Member Orientation 8:30 am–3:00 pm (Kearny Mesa)	6 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Training (Day 1) 9:15 am–4:30 pm (Kearny Mesa) International Mixer 5:30 pm–7:30 pm (Emerald Restaurant, Kearny Mesa)	7 Converting Leads to Appointments 9:00 am–12:30 pm (Kearny Mesa) East & South County Pitch/Caravan 9:00 am–12:00 pm	8 zipForm® Online Lab 9:00 am–12:00 pm (Del Mar) Commercial Alliance Dealmaker Awards & Economic Summit 7:30 am–10:30 am (Handlery Hotel)	9	10 One-Day Prep Course 8:30 am–5:00 pm (Kearny Mesa)	11	
12 Short Sales - Legal Pitfalls 9:00 am–11:00 (East County)	13 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Training (Day 2) 9:15 am–4:30 pm (Kearny Mesa)	14 East & South County Pitch/Caravan 9:00 am–12:00 pm	15	16 Contract Essentials and the RPA 8:00 am–5:00 pm (Del Mar) Short Sales & Foreclosures (SFR) 8:30 am–5:00 pm (South County) Tempo/Fusion Tips & Updates 4:00 pm–6:00 pm (Coronado)	17 Know Your Disclosures 9:00 am–4:00 pm (Del Mar)	18	
19 SDAR Closed Presidents Day	20 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	21 East & South County Pitch/Caravan 9:00 am–12:00 pm	22	23 When in Doubt... Disclose! 9:00 am–1:00 pm (Kearny Mesa) zipForm® Online Lab 9:00 am–12:00 pm (Kearny Mesa)	24 GRI - Marketing, Financing, & Managing Commercial Prop. 8:00 am–5:00 pm (Kearny Mesa)	25	
26	27 Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa)	28 East & South County Pitch/Caravan 9:00 am–12:00 pm	29				

All classes/events subject to change or cancellation.



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